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The College Placement Council 62 Highland Avenue / Bethlehem, PA 18017

The national association for career planning, placement, and recruitment

CPC Salary Survey

REGIONAL Interim Report No. 4, May 1984

EASTERN REGION (ECPO)

Bentley College
Boston College
Brown University
Columbia University
Columbia University - Graduate School of Business
University of Connecticut
Cornell University
City University of New York - Bernard M. Baruch College
City University of New York - City College
City University of New York - Hunter College
Dartmouth College
University of Maine - Orono
Massachusetts Institute of Technology
Massachusetts Institute of Technology - Sloan School of Management
University of Massachusetts - Amherst
Mount Holyoke College
New York University - Graduate School of Business
Polytechnic Institute of New York
Rensselaer Polytechnic Institute
University of Rhode Island
University of Rochester
University of Rochester - Graduate School of Management
Smith College
State University of New York - Buffalo
Union College
Vassar College
Williams College
Worcester Polytechnic Institute
Yale University
Yale University - School of Organization and Management

The 187 placement offices at the 162 colleges and universities that participate in the *Salary Survey* are divided into seven geographic regions. The placement offices listed comprise the Eastern region.

The data are based on salary offers made to students graduating between September 1, 1983, and August 31, 1984. Tables on pages 2 through 5 list data on both regional and national levels for the interim period (April 7 through May 4) and cumulatively (September 1 through May 4). The block tables contain data for the interim period only.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

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(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/7/84 THROUGH 5/4/84							CUMULATIVE PERIOD 9/1/83 THROUGH 5/4/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	48	727	$1502	$1639	$1667	$1542	$1300	236	5016	$1557	$1629	$1667	$1583	$1417
Business—General (incl. Mgmt.)	61	899	1614	1602	2002	1583	1200	88	2742	1617	1546	2008	1583	1125
Marketing & Distribution	15	282	1427	1497	*	*	*	29	1043	1515	1483	2041	1417	1250
HUMANITIES & SOCIAL SCIENCES														
Humanities	30	103	1731	1475	2166	1833	1250	44	327	1655	1420	2166	1667	1167
Economics[2]	49	132	1770	1647	2167	1792	1250	80	281	1737	1589	2166	1671	1250
Other Social Sciences	42	111	1764	1533	2167	1796	1300	78	444	1677	1410	2167	1684	1083
ENGINEERING														
Aeronautical	22	79	2090	2154	2296	2138	1783	28	272	2086	2147	2296	2155	1717
Chemical	85	407	2282	2296	2425	2333	2068	162	1458	2281	2291	2425	2333	2150
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	18	188	1967	1924	*	*	*	33	721	1884	1901	2225	1875	1636
Electrical (incl. Computer Engrg.)	528	2205	2254	2244	2408	2258	2120	905	6805	2245	2209	2409	2250	2100
Geological	+	13	+	2020				+	47	+	2034			
Industrial	17	191	2171	2151	*	*	*	36	727	2141	2123	2333	2125	1916
Mechanical	204	909	2195	2216	2375	2209	2040	404	3300	2181	2193	2375	2192	2036
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	5	89	2322	2252	*	*	*	15	246	2241	2224	*	*	*
Mining	+	8	+	2152				+	35	+	2045			
Nuclear (incl. Engrg. Physics)	10	22	2213	2172	*	*	*	13	67	2220	2216	*	*	*
Petroleum	+	41	+	2343				+	317	+	2483			
Engineering Technology	11	181	2018	2106	*	*	*	23	622	2047	2083	2225	2160	1794
SCIENCES														
Agricultural Sciences	+	37	+	1591				1	184	1333	1434	*	*	*
Biological Sciences	6	21	1473	1535	*	*	*	13	66	1342	1389	*	*	*
Chemistry	7	50	1873	1849	*	*	*	10	128	1824	1804	*	*	*
Computer Science	216	807	2107	2089	2350	2166	1750	362	2478	2073	2040	2333	2117	1667
Health (Medical) Professions	+	25	+	1643				3	203	1666	1584	*	*	*
Mathematics	30	127	1890	1938	2167	1879	1625	39	303	1906	1936	2250	1925	1458
Other Physical & Earth Sciences	11	33	2116	2001	*	*	*	23	133	2002	1861	2342	2185	1196
Totals	1415	7687						2625	27965					

[1] Percentiles are computed on regional data.
[2] Includes economics programs with both business and social science orientation.
* Not computed for fewer than 20 offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/7/84 THROUGH 5/4/84							CUMULATIVE PERIOD 9/1/83 THROUGH 5/4/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Accounting/Auditing	57	738	$1566	$1639	$1833	$1583	$1367	244	5043	$1565	$1627	$1667	$1583	$1417
Business Administration	33	413	1750	1570	2050	1925	1416	54	1275	1665	1537	2050	1708	1233
Communications	3	30	1995	1740	*	*	*	7	138	1771	1580	*	*	*
Community & Service Orgs. Work	1	15	920	1117	*	*	*	4	96	1146	1314	*	*	*
EDP-Programming/Systems	288	961	2135	2087	2383	2185	1750	450	2765	2099	2035	2350	2166	1708
Engineering	791	3974	2229	2220	2400	2250	2068	1444	13502	2221	2196	2409	2250	2042
Farm & Natural Resources Mgmt.	+	7	+	1460				+	57	+	1359			
Finance & Economics	62	274	1904	1679	2167	2000	1417	108	740	1851	1619	2167	1935	1196
Health (Medical) Services	1	33	1083	1621	*	*	*	5	237	1433	1535	*	*	*
Manufacturing &/or Industrial Oprs.	3	188	2214	2051	*	*	*	15	632	2158	2018	*	*	*
Mathematics/Statistics	18	91	1813	1918	*	*	*	26	243	1861	1891	2167	1825	1417
Merchandising/Sales Promotion	35	258	1524	1476	1916	1367	1250	57	887	1542	1405	2035	1458	1250
Personnel/Employee Relations	4	21	1352	1692	*	*	*	5	130	1415	1480	*	*	*
Research—Non-Scientific	10	22	2116	1804	*	*	*	21	119	1964	1749	2340	2000	1341
Research—Scientific	38	154	2065	2056	2300	2214	1651	64	473	1973	1972	2333	2176	1291
Rotational Training—Non-Technical	17	117	1450	1398	*	*	*	28	359	1544	1401	2333	1421	1000
Rotational Training—Technical	7	44	2074	2080	*	*	*	18	201	2110	2099	*	*	*
Sales—Non-Technical Degree	34	300	1555	1528	1833	1500	1416	57	935	1562	1512	1834	1500	1334
Sales—Technical/Scientific Degree	13	47	2119	2108	*	*	*	18	133	2147	1976	*	*	*
Totals	1415	7687						2625	27965					

[1] Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates
Inexperienced
(One Year Or Less Of Full-Time, Non-Military Employment)

GRADUATE PROGRAM	INTERIM PERIOD 4/7/84 THROUGH 5/4/84							CUMULATIVE PERIOD 9/1/83 THROUGH 5/4/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	1	47	$1910	$1940	*	*	*	1	508	$1910	$1928	*	*	*
MBA (Non-Technical Undergraduate)	73	456	2880	2530	$3542	$2917	$2250	138	1189	2716	2351	$3500	$2771	$1917
MBA (Technical Undergraduate)	15	118	2835	2624	*	*	*	32	304	2774	2539	3166	2750	2166
MS-Business (incl Mgmt., Mktg., Finance, etc.)	11	40	3108	2439	*	*	*	32	170	3103	2269	3573	3138	2666
Industrial Mgmt. (incl. Industrial Admin.)	+	13	+	2337				+	46	+	2243			
Administration (incl. Public, Hospital, etc.)	+	+	+	+				+	13	+	1750			
HUMANITIES & SOCIAL SCIENCES														
Humanities	+	2	+	1750				+	25	+	1450			
Social Sciences	3	6	2639	2093	*	*	*	5	52	2293	1662	*	*	*
ENGINEERING														
Chemical	13	48	2617	2701	*	*	*	29	155	2559	2564	2675	2625	2333
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	3	26	2369	2269	*	*	*	12	103	2275	2261	*	*	*
Electrical (incl. Computer Engrg.)	76	183	2646	2612	2903	2648	2458	121	578	2633	2570	2838	2650	2450
Industrial	9	25	2407	2550	*	*	*	14	86	2386	2499	*	*	*
Mechanical	35	87	2572	2547	2750	2558	2416	91	338	2552	2524	2725	2533	2375
Nuclear (incl. Engrg. Physics)	9	16	2479	2458	*	*	*	14	32	2494	2471	*	*	*
SCIENCES														
Chemistry	1	12	1916	2217	*	*	*	7	40	2319	2278	*	*	*
Computer Science	32	82	2547	2567	2708	2604	2291	58	322	2517	2504	2700	2575	2291
Geology & Related Geological Sciences	1	9	2775	2614	*	*	*	2	55	2738	245	*	*	*
Mathematics	5	28	2462	2400	*	*	*	6	58	2357	2355	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg./ Science, & Ceramics)	8	18	2594	2459	*	*	*	14	49	2518	2457	*	*	*
Totals	295	1216						576	4123					

[1] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates—Experienced[1]

DOCTORAL DEGREE CANDIDATES

GRADUATE PROGRAM	INTERIM PERIOD 4/7/84 THROUGH 5/4/84							CUMULATIVE PERIOD 9/1/83 THROUGH 5/4/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Over 1 to 2 years														
MBA - Non-Tech Undergraduate	74	259	$3062	$2823	$3750	$3083	$2250	107	448	$2945	$2669	$3750	$3000	$2000
MBA - Tech Undergraduate	17	71	2981	2871	*	*	*	29	125	3000	2851	3500	3000	2375
Over 2 to 4 years														
MBA - Non-Tech Undergraduate	119	285	2986	2888	3708	3000	2333	187	512	2893	2774	3750	2917	2000
MBA - Tech Undergraduate	21	97	2935	2961	3333	2917	2333	29	163	2936	2900	3500	3000	2000
Over 4 years														
MBA - Non-Tech Undergraduate	62	151	3071	2853	3658	3000	2500	93	337	2905	2716	3625	3000	2083
MBA - Tech Undergraduate	14	26	2867	2934	*	*	*	27	65	2972	2951	4000	3000	2167
Totals	307	889						472	1650					
ENGINEERING														
Chemical	4	51	$3405	$3325	*	*	*	5	107	$3324	$3283	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	+	5	+	3173				2	14	3363	3133	*	*	*
Electrical (incl. Computer Engrg.)	11	39	3378	3400	*	*	*	18	98	3424	3384	*	*	*
Mechanical	+	5	+	3275				7	29	3057	3219	*	*	*
SCIENCES														
Chemistry	18	56	3191	3047	*	*	*	23	183	3166	2968	$3500	$3200	$2870
Mathematics (incl. Oprs. Research, Statistics, & Actuarial Science)	3	4	2861	2750	*	*	*	11	24	2991	2832	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg./ Science, & Ceramics)	6	12	3186	3204	*	*	*	9	19	3162	3164	*	*	*
Physics	5	13	3089	3177	*	*	*	6	45	3102	3183	*	*	*
Totals	47	185						81	519					

[1] Years of previous full-time, non-military employment.
[2] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
+ No offers reported.

AVERAGE MONTHLY SALARY OFFERS — MAY 1984 ECPO REGIONAL INTERIM REPORT NUMBER 4

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 4/7/84 THROUGH 5/4/84 — PART 1 - PAGE 1

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
ACCOUNTING	1527 1667 1317	29	1459	6	1215	5	1776	2	1625	1		
BUSINESS - GENERAL			1439	13	1250	5	1770	8				
MARKETING/DISTRIBUTN			1250	1	1305	7	1417	3				
HUMANITIES	2029	1	1963	10	1636	11	1700	1	2166	1		
ECONOMICS	1806	5	1855 2166 1375	20	1320	5	1790	3	1600	2		
OTHR SOCIAL SCIENCES	1625	1	1918 2167 1442	20	1327	7	1500	1			1700	1

AVERAGE MONTHLY SALARY OFFERS BY CURRICULUM & EMPLOYER — MAY 1984 ECPO REGIONAL INTERIM REPORT NUMBER 4 — INTERIM PERIOD 4/7/84 THROUGH 5/4/84 — PART 1 - PAGE 2

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO, MECH-EQPT	BLDG MATERIAL
AERONAUTICAL				2180 17		
CHEMICAL		1637 2		2266 13	2000 1	2275 1
CIVIL -CNSTR/SAN/TRP				2000 1	2025 1	1852 8
ELECTRICAL -COMPTR		2120 1	2917 1	2273 367 2417 2125	2185 12	2041 1
GEOLOGICAL						
INDUSTRIAL				2072 6	2333 1	
MECHANICAL	2125 1			2219 87 2341 2100	2313 22 2448 2083	1645 3
METALLURGICAL				2250 1	2391 2	2275 1
MINING						
NUCLEAR -ENGRG PHYS				2209 2		
PETROLEUM -NATL GAS						
ENGINEERING TECH				2017 5		1907 1

AVERAGE MONTHLY SALARY OFFERS MAY 1984 ECPO REGIONAL INTERIM REPORT NUMBER 4

BY CURRICULUM & EMPLOYER INTERIM PERIOD 4/7/84 THROUGH 5/4/84 PART 1 - PAGE 3

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO, MECH-EQPT	BLDG MATERIAL
AGRICULTURL SCIENCES						
BIOLOGICAL SCIENCES						
CHEMISTRY						
COMPUTER SCIENCE	1750 1	1567 15	2291 3	2164 137 2383 1925	2450 1	
HEALTH (MED) PROFSNS						
MATHEMATICS	1677 4	1795 15		2049 4		
OTHR PHYSCL/EARTH SC			1735 3	2253 7		

AVERAGE MONTHLY SALARY OFFERS MAY 1984 ECPO REGIONAL INTERIM REPORT NUMBER 4
BY CURRICULUM & EMPLOYER INTERIM PERIOD 4/7/84 THROUGH 5/4/84 PART 2 - PAGE 1

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
ACCOUNTING	1666	1	1583	1	1517	1						
BUSINESS - GENERAL	1779	9	1524	10	1887	5	1292	2	2002	1		
MARKETING/DISTRIBUTN			1935	1	1646	2						
HUMANITIES	1666	1			1500	2	1666	1				
ECONOMICS	1639	3	1762	3	1500	3						
OTHR SOCIAL SCIENCES	1667	4	1935	1	2416	1			1667	2		

AVERAGE MONTHLY SALARY OFFERS MAY 1984 ECPO REGIONAL INTERIM REPORT NUMBER 4

BY CURRICULUM & EMPLOYER INTERIM PERIOD 4/7/84 THROUGH 5/4/84 PART 2 - PAGE 2

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AERONAUTICAL												
CHEMICAL	2301 2425 2068	37	2354	2	2342	10	2303	8			2452	4
CIVIL -CNSTR/SAN/TRP			2225	1					2100	1		
ELECTRICAL -COMPTR	2305 2408 2233	24	2262 2375 2167	48	2425	1	2359	2	2100	1	2389	4
GEOLOGICAL												
INDUSTRIAL			2210	1	2222	3	2300	1				
MECHANICAL	2262	10	2210 2325 2083	27	2333	1	2174	7	2122	17	2380	2
METALLURGICAL	2305	1										
MINING												
NUCLEAR -ENGRG PHYS	2203	3										
PETROLEUM -NATL GAS												
ENGINEERING TECH							2195	3				

AVERAGE MONTHLY SALARY OFFERS MAY 1984 ECPO REGIONAL INTERIM REPORT NUMBER 4

BY CURRICULUM & EMPLOYER INTERIM PERIOD 4/7/84 THROUGH 5/4/84 PART 2 - PAGE 3

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AGRICULTURL SCIENCES												
BIOLOGICAL SCIENCES	1729	2										
CHEMISTRY	1847	5	1675	1								
COMPUTER SCIENCE	2127	9	2096	11					2350	1	2086	3
HEALTH (MED) PROFSNS												
MATHEMATICS	2230	2	2083	1								
OTHR PHYSCL/EARTH SC												

AVERAGE MONTHLY SALARY OFFERS — MAY 1984 ECPD REGIONAL INTERIM REPORT NUMBER 4

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 4/7/84 THROUGH 5/4/84 — PART 3 - PAGE 1

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
ACCOUNTING							1500	1	1517	1		
BUSINESS - GENERAL	1736	6			1830	2						
MARKETING/DISTRIBUTN			1550	1								
HUMANITIES											1042	2
ECONOMICS	2313	4									1500	1
OTHR SOCIAL SCIENCES	2113	3									920	1

AVERAGE MONTHLY SALARY OFFERS — MAY 1984 ECPO REGIONAL INTERIM REPORT NUMBER 4

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 4/7/84 THROUGH 5/4/84 — PART 3 - PAGE 2

CURRICULUM	RESRCH/CONSLT	TIRE-RUBBER	UTLTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
AERONAUTICAL	2230 1		1717 1	1661 3		
CHEMICAL	2139 3	2265 2	2274 2			
CIVIL -CNSTR/SAN/TRP	1751 2		2358 3		1666 1	
ELECTRICAL -COMPTR	2241 18		2198 29 2300 2042	1908 19		
GEOLOGICAL						
INDUSTRIAL	2055 3		2400 2			
MECHANICAL	2466 2	2210 2	2247 15	1622 8		
METALLURGICAL						
MINING						
NUCLEAR -ENGRG PHYS			2221 5			
PETROLEUM -NATL GAS						
ENGINEERING TECH				1813 2		

AVERAGE MONTHLY SALARY OFFERS — MAY 1984 ECPO REGIONAL INTERIM REPORT NUMBER 4

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 4/7/84 THROUGH 5/4/84 — PART 3 - PAGE 3

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AGRICULTURL SCIENCES												
BIOLOGICAL SCIENCES	2083	1									1100	3
CHEMISTRY	2200	1										
COMPUTER SCIENCE	2077 2333 1500	28	2110	1	2179	5	2046	1				
HEALTH (MED) PROFSNS												
MATHEMATICS	2119	3			1925	1						
OTHR PHYSCL/EARTH SC	2300	1										

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES MAY 1984 ECPO REGIONAL INTERIM REPORT NUMBER 4

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 1 INTERIM PERIOD 4/7/84 THROUGH 5/4/84

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
MBA - NON-TECHNICAL	2444	3	3062 3750 2166	35	2452	6	2565	3	3271	2		
MBA - TECHNICAL	3166	1	2916	3			2902	3	2666	1	2083	1

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 2 INTERIM PERIOD 4/7/84 THROUGH 5/4/84

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
MBA - NON-TECHNICAL	2755	8	2779	2	2974	8					2875	2
MBA - TECHNICAL	3133	3										

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 3 INTERIM PERIOD 4/7/84 THROUGH 5/4/84

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
MBA - NON-TECHNICAL	2406	4										
MBA - TECHNICAL	2586	3										